

09765535-011801

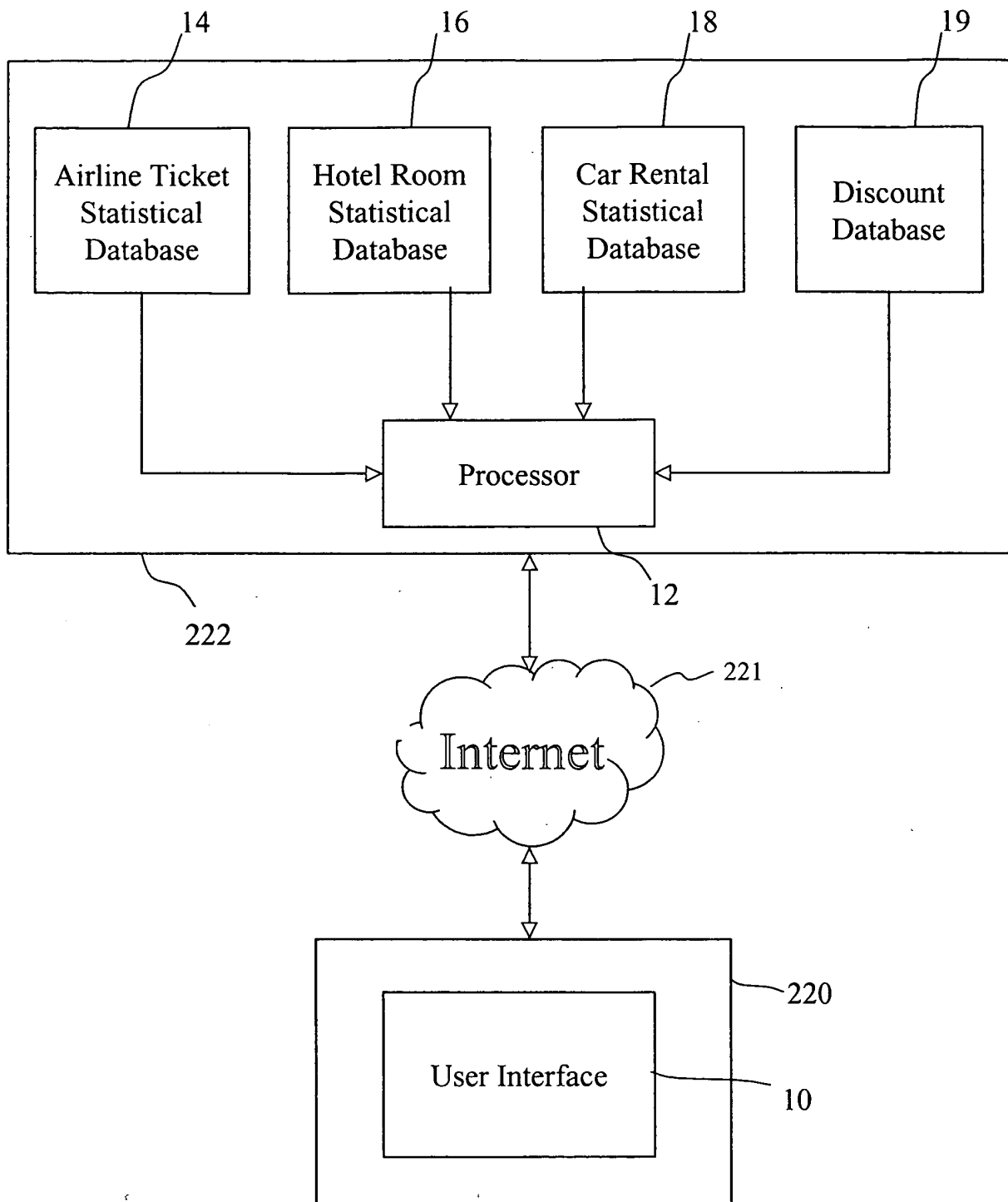


FIG. 1

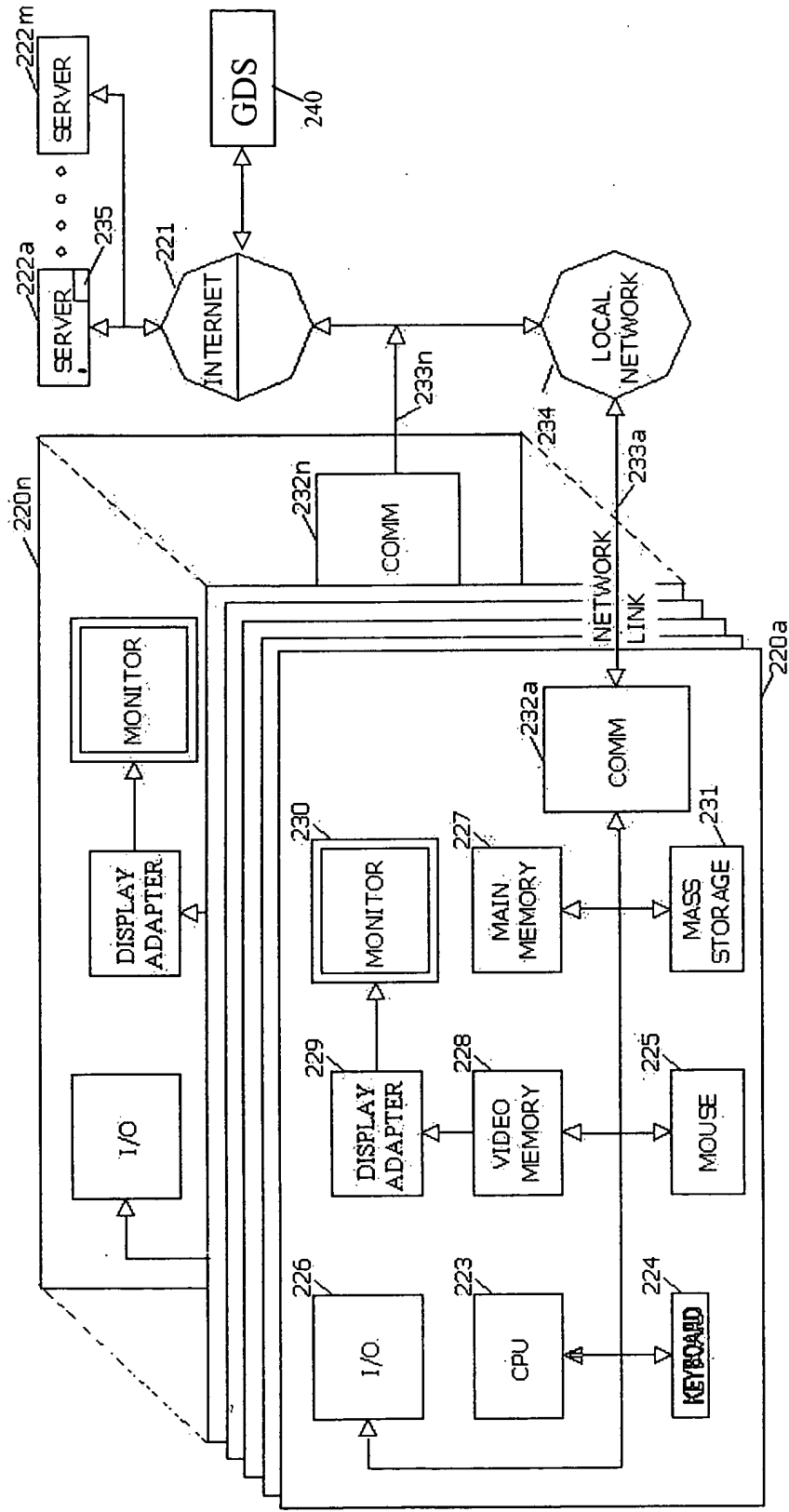


FIG. 2

<u>FROM</u>	<u>TO</u>	<u>PRICE (MIN)</u>	<u>PRICE (MAX)</u>	<u>CLASS</u>
LAX	JFK	400	700	COACH
LAX	JFK	1500	2500	FIRST
...
...
LAX	ORD	300	600	COACH
LAX	ORD	900	1500	FIRST

FIG. 3

FIG. 4

DISCOUNT ADJUSTMENTS	PERCENT (MIN)	PERCENT (MAX)
SATURDAY NIGHT STAY	30%	60%
21 DAYS IN ADVANCE	40%	50%
7 DAYS IN ADVANCE	20%	30%
NON-REFUNDABLE	10%	20%

FIG. 4

<u>CITY</u>	<u># OF STARS</u>	<u># OF BEDS</u>	<u>PRICE (MIN)</u>	<u>PRICE (MAX)</u>
LOS ANGELES	4	1	100	150
LOS ANGELES	3	1	90	120
LOS ANGELES	2	1	70	80
LOS ANGELES	4	2	120	180
NEW YORK	4	2	240	400
NEW YORK	4	2	80	90

FIG. 5

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DISCOUNT ADJUSTMENTS	PERCENT (MIN)	PERCENT (MAX)
WEEKLY RATE DISCOUNT	20%	40%
CONVENTION RATE	10%	30%
TRAVEL CLUB	50%	50%

FIG. 6

<u>CITY</u>	<u>CAR SIZE</u>	<u>PRICE (MIN)</u>	<u>PRICE (MAX)</u>
NEW YORK	FULL	60	70
NEW YORK	MEDIUM	50	70
NEW YORK	COMPACT	40	60
LONDON	MEDIUM	80	100
LONDON	COMPACT	50	80

FIG. 7

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70 DISCOUNT ADJUSTMENT	72 PERCENT (MIN)	74 PERCENT (MAX)
WEEKLY RATE	20%	50%
STICK SHIFT	5%	10%

FIG. 8

FIG. 9

Estimator

From: 76

Departure Date: 77

To: 78

Return Date: 79

Estimated Price: \$400 to \$700 84

Hotel 80

☒ 5 Star
☐ 4 Star
☐ 3 Star
☐ 2 Star

Estimated Price: Nights 81
\$1200 to \$2000 85

Car Rental 82

☒ Full
☐ Medium
☐ Compact

Estimated Price: Days 83
\$500 to \$800 86

88 Total Price Estimate (RMS) \$2350 to \$3250 87

For alternate suggestions

FIG. 9

FIG. 10

Alternative Travel Products:

90	92	94	96	98	100	102	104	106
<u>From</u>	<u>To</u>	<u>Depart</u>	<u>Return</u>	<u>Plane Class</u>	<u>Hotel Class</u>	<u>Car Class</u>	<u>Price</u>	<u>Savings</u>
LAX	JFK	1/14/00	1/20/00	Coach	5-Star	Full-Size	\$2345	Sat. Stay
LAX	JFK	1/13/00	1/20/00	Coach	5-Star	Compact	\$2301	Wk. Car
								Sat. Stay

FIG. 10